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POTASH & PHOSPHATE INSTITUTE



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For Immediate Release
PRESS RELEASE

E--273
December 1986

POTASH SALES

JULY-SEPTEMBER QUARTER, 1986

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) were 3,235,332 tons of product containing an equivalent 1,939,187 tons K_2O during the period July-September 1986 according to the Potash & Phosphate Institute. This was a slight increase over the preceding July-September period.

EXPORTS to other countries were 872,053 tons K_2O , an increase of more than 40%.

TOTAL AGRICULTURAL SALES (including exports) were 1,843,275 tons K_2O , an increase of about 1%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 929,597 tons K_2O , a decrease of around 20%. In addition 76,357 tons K_2O were imported into the United States from Asia and Europe.

AGRICULTURAL SALES IN CANADA amounted to 54,025 tons K_2O , a decrease of 11%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 95,912 tons K_2O , a decrease of 15%.

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MEMBERS

• Agrico Chemical Company • Chevron Chemical Company • CIL Inc. • Cominco Chemicals & Fertilizers, A Division of Cominco American Incorporated • Consolv Inc.
• Freeport Minerals Company • Great Salt Lake Minerals & Chemicals Corporation • International Minerals & Chemical Corporation • Kalam Chemicals • Mississippi Chemical Corporation
• Potash Company of America • Potash Company of Canada Limited • Potash Corporation of Saskatchewan • Texasgulf Inc.

POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
JULY - SEPTEMBER QUARTER 1986 AND 1985

E--273

	(K ₂ O TONS)	
	JUL - SEP 1986	JUL - SEP 1985
<u>AGRICULTURAL</u>		
<u>UNITED STATES</u>		
Standard Muriate	75,887	74,794
Coarse Muriate	500,392	620,588
Granular Muriate	291,770	361,586
Soluble Muriate	38,562	74,156
Sulphates	22,986	24,659
* TOTAL UNITED STATES	929,597	1,155,783
<u>CANADA</u>		
Standard Muriate	65	3,574
Coarse Muriate	26,814	17,158
Granular Muriate	26,049	36,958
Soluble Muriate	806	1,238
Sulphates	291	1,837
TOTAL CANADA	54,025	60,765
** <u>EXPORTS</u>		
Standard Muriate	504,883	361,997
Coarse Muriate	93,412	29,057
Granular Muriate	205,569	154,034
Soluble Muriate	32,041	32,397
Sulphates	23,748	32,048
TOTAL EXPORTS	859,653	609,533
 TOTAL AGRICULTURAL	 1,843,275	 1,826,081
 <u>NON-AGRICULTURAL</u>		
<u>UNITED STATES</u>		
Muriate	55,157	62,899
Soluble Muriate	24,180	29,791
Sulphates	548	640
TOTAL UNITED STATES	79,885	93,330
<u>CANADA</u>		
Muriate	3,115	5,093
Soluble Muriate	417	1,424
Sulphates	95	49
TOTAL CANADA	3,627	6,566
<u>EXPORTS</u>		
Muriate	1,247	951
Soluble Muriate	11,139	11,915
Sulphates	14	0
TOTAL EXPORTS	12,400	12,866
 TOTAL NON-AGRICULTURAL	 95,912	 112,762
 GRAND TOTAL	 1,939,187	 1,938,843
 <u>OVERSEAS IMPORTS INTO THE UNITED STATES</u>		
Muriate	72,949	24,176
Sulphate of Potash	3,408	2,772
TOTAL IMPORTS	76,357	26,948

* Does not include imports from overseas.

** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

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E--274
February 1987

POTASH SALES CALENDAR YEAR 1986

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) during calendar year 1986 were 15,169,422 tons of product containing an equivalent 8,956,617 tons K_2O according to the Potash & Phosphate Institute. This was an increase of more than 3% from the preceding calendar year.

EXPORTS to other countries were 3,435,930 tons K_2O , an increase of almost 29%.

TOTAL AGRICULTURAL SALES (including exports) were 8,493,620 tons K_2O , an increase of about 5%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 4,788,426 tons K_2O , a decrease of 5%. In addition, 286,623 tons K_2O were imported into the U.S. from overseas.

AGRICULTURAL SALES IN CANADA amounted to 352,968 tons K_2O , a decrease of 24%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 462,997 tons K_2O , a decrease of about 14%.

OCTOBER-DECEMBER 1986

TOTAL SALES for all purposes (including exports) were 2,075,001 tons K_2O , during the period October-December 1986. This was an increase of 8% over the preceding October-December period.

EXPORTS to other countries were 900,840 tons K_2O , an increase of 61%.

TOTAL AGRICULTURAL SALES (including exports) were 1,939,258 tons K_2O , an increase of almost 9%.

AGRICULTURAL SALES IN THE UNITED STATES by the North American producers were 1,014,269 tons K_2O , a decrease of about 6%.

AGRICULTURAL SALES IN CANADA amounted to 46,877 tons K_2O , a decrease of 73%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 135,743 tons K_2O , a decrease of less than 1%.

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MEMBERS: • Chevron Chemical Company • Cominco Fertilizers • Great Salt Lake Minerals & Chemicals Corporation • International Minerals & Chemical Corporation • Kalium Chemicals
• Mississippi Chemical Corporation • Potash Company of America, Inc. • Potash Company of Canada Limited • Potash Corporation of Saskatchewan • Texasgulf Inc. • Western Ag-Minerals Company

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E--275
June, 1987

POTASH SALES
JANUARY-MARCH QUARTER, 1987

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) were 4,658,978 tons of product containing an equivalent 2,725,502 tons K₂O during the period January-March, 1987, according to the Potash & Phosphate Institute. This was an increase of 17% over the preceding January-March period.

EXPORTS to other countries were 929,434 tons K₂O, an increase of almost 25%.

TOTAL AGRICULTURAL SALES (including exports) were 2,619,080 tons K₂O, an increase of about 19%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 1,495,914 tons K₂O, an increase of almost 10%. In addition, 112,589 tons K₂O were imported into the U.S. from overseas.

AGRICULTURAL SALES IN CANADA amounted to 204,388 tons K₂O, an increase of 66%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 106,422 tons K₂O, a decrease of about 14%.

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POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
JANUARY - MARCH QUARTER 1987 AND 1986

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		(K ₂ O TONS)	
		JANUARY-MARCH	
AGRICULTURAL		1987	1986
<u>UNITED STATES</u>			
Standard Muriate		114,365	126,735
Coarse Muriate		603,132	468,948
Granular Muriate		613,570	604,330
Soluble Muriate		124,292	119,030
Sulphates		40,555	44,838
* TOTAL UNITED STATES		1,495,914	1,363,881
<u>CANADA</u>			
Standard Muriate		80	2,270
Coarse Muriate		107,527	51,953
Granular Muriate		92,685	65,971
Soluble Muriate		954	1,716
Sulphates		3,142	803
TOTAL CANADA		204,388	122,713
<u>** EXPORTS</u>			
Standard Muriate		730,761	533,122
Coarse Muriate		56,929	35,693
Granular Muriate		90,771	94,864
Soluble Muriate		17,409	27,885
Sulphates		22,908	25,876
TOTAL EXPORTS		918,778	717,440
TOTAL AGRICULTURAL		2,619,080	2,204,034
<u>NON-AGRICULTURAL</u>			
<u>UNITED STATES</u>			
Muriate		67,768	57,309
Soluble Muriate		22,710	29,733
Sulphates		600	889
TOTAL UNITED STATES		91,078	87,931
<u>CANADA</u>			
Muriate		4,005	4,487
Soluble Muriate		621	1,400
Sulphates		62	65
TOTAL CANADA		4,688	5,952
<u>EXPORTS</u>			
Muriate		1,922	1,238
Soluble Muriate		8,701	28,747
Sulphates		33	0
TOTAL EXPORTS		10,656	29,985
TOTAL NON-AGRICULTURAL		106,422	123,868
GRAND TOTAL		2,725,502	2,327,902
<u>OVERSEAS IMPORTS INTO THE UNITED STATES</u>			
Muriate		98,642	72,112
Sulphate of Potash		13,947	13,049
TOTAL IMPORTS		112,589	85,161

* Does not include imports from overseas.

** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

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E--276
August 1987

POTASH SALES FERTILIZER YEAR 1986/87 AND APRIL-JUNE 1987

TOTAL SALES of potash by North American producers for all purposes (including exports) during the fertilizer year 1986/87 were 16,461,200 tons of product containing an equivalent 9,711,337 tons K₂O according to the Potash & Phosphate Institute. This was an increase of 10% over the preceding fertilizer year.

EXPORTS to other countries were 3,828,332 tons K₂O, an increase of about 35%.

TOTAL AGRICULTURAL SALES (including exports) were 9,224,017 tons K₂O, an increase of almost 11%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 5,034,718 tons K₂O, a decrease of less than the previous fertilizer year. In addition, 258,113 tons K₂O were imported into the U.S. from overseas.

AGRICULTURAL SALES IN CANADA amounted to 451,739 tons K₂O, a decrease of about 7%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 487,320 tons K₂O, an increase of 1%.

APRIL-JUNE 1987

TOTAL SALES for all purposes (including exports) were 2,971,647 tons K₂O during the period April-June 1987. This was an increase of more than 13% over the preceding April-June period.

EXPORTS to other countries were 1,126,005 tons K₂O, an increase of 23%.

TOTAL AGRICULTURAL SALES (including exports) were 2,822,404 tons K₂O, an increase of over 12%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 1,594,938 tons K₂O, an increase of about 8%. In addition, 30,621 tons K₂O were imported into the United States from overseas.

AGRICULTURAL SALES IN CANADA amounted to 146,449 tons K₂O, an increase of 13%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 149,243 tons K₂O, an increase of more than 38%.



POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
FERTILIZER YEAR AND APRIL-JUNE QUARTER, 1987 AND 1986

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AGRICULTURAL	FERTILIZER YEARS		APR-JUN	APR-JUN
	1986/87	1985/86	1987	1986
UNITED STATES				
Standard Muriate	331,779	385,029	83,619	90,911
Coarse Muriate	2,223,685	2,225,633	645,370	630,480
Granular Muriate	1,994,976	1,900,466	698,943	568,903
Soluble Muriate	358,423	425,206	128,342	146,107
Sulphates	125,855	142,699	38,664	44,278
* TOTAL UNITED STATES	5,034,718	5,079,033	1,594,938	1,480,679
CANADA				
Standard Muriate	432	17,627	89	215
Coarse Muriate	183,926	196,227	35,044	21,380
Granular Muriate	247,525	248,791	103,347	99,902
Soluble Muriate	6,709	8,139	3,825	4,117
Sulphates	13,147	13,921	4,144	3,739
* TOTAL CANADA	451,739	484,705	146,449	129,353
** EXPORTS				
Standard Muriate	2,472,766	1,779,874	673,309	586,548
Coarse Muriate	319,894	184,953	94,499	80,037
Granular Muriate	735,749	576,264	255,819	182,866
Soluble Muriate	113,052	125,595	30,509	34,171
Sulphates	96,099	87,570	26,881	13,399
TOTAL EXPORTS	3,737,560	2,754,256	1,081,017	897,021
TOTAL AGRICULTURAL	9,224,017	8,317,994	2,822,404	2,507,053
NON-AGRICULTURAL				
UNITED STATES				
Muriate	273,888	234,425	73,712	58,382
Soluble Muriate	99,657	128,296	23,902	25,008
Sulphates	4,648	2,769	782	707
TOTAL UNITED STATES	378,193	365,490	98,396	84,097
CANADA				
Muriate	15,763	19,168	5,098	4,357
Soluble Muriate	2,354	5,418	715	358
Sulphates	238	226	46	71
TOTAL CANADA	18,355	24,812	5,859	4,786
** EXPORTS				
Muriate	6,585	14,933	1,744	10,968
Soluble Muriate	84,088	75,748	43,192	7,557
Sulphates	99	66	52	66
TOTAL EXPORTS	90,772	90,747	44,988	18,591
TOTAL NON-AGRICULTURAL	487,320	481,049	149,243	107,474
GRAND TOTAL	9,711,337	8,799,043	2,971,647	2,614,527
OVERSEAS IMPORTS INTO THE UNITED STATES				
Muriate	233,511	200,583	27,271	81,544
Sulphate of Potash	24,602	25,876	3,350	5,015
TOTAL IMPORTS	258,113	226,459	30,621	86,559

* Does not include imports from overseas.

** Canadian and U.S. deliveries to countries other than the U.S. and Canada.